

Message Text

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46

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 092873

R 291211Z APR 75
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 4553
AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY OSLO

UNCLAS STOCKHOLM 2077

FOR BIC/OIM:BELDEN/BLAKE

E.O. 11652: NA

TAGS: BEXP, SW

SUBJECT: IPC EXHIBITION PROCUREMENT STATUS

1. REF. TELCON BELDEN/KARLE/CAYA APRIL 28:

A) STC UNDERSTANDS STENHARDT AB PAYING FEE FOR
VALIDYNE, AND SUBMITTING DOCUMENTATION (SEE USDOC
5805).

B) HAMILTON STANDARD AND THERMOLAB INSTRUMENTS FIRM
PARTICIPANTS SIGNING UP WITH OIM.

C) STC CONTACTING MAGNACHEM UK LTD. FOR DECISION
REGARDING MAGNA COPR. PARTICIPATION.

D) ALLEN-BRADLEY FEE DOCUMENTATION BEING PROCESSED BY OIM

E) OIM TO COLLECT FEE AND DOS FROM RAMTEK CORP.,
PARTICIPANT IN STC EDP-V SHOW, AGENT DATA-
METRIX INFORMED STC THAT PRINCIPAL EAGER PARTICIPATE.

2. REF. USDOC 4455:

A) LEIF BJORKMAN OF ROBERTSHAVE SCANDINAVIA
DECLINED PARTICIPATION AFTER DISCUSSIONS WITH DUTCH
SUBSIDIARY, DUE TO OTHER COMMITMENTS.

B) FOXBORO-YOXALL LTD., ENGLAND NOW DECLINED.

3. LOCAL MULTI-ACCOUNT AGENT BO PHILIP INSTRUMENTATION
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AB REQUESTED KIT TODAY AND SHOWED GREAT INTEREST, WE
HAVE GOOD CHANCE OF PROCURING AS NTM WITH NEW
EQUIPMENT. US PRINCIPALS TO BE DETERMINED.

4. STC HAS FOLLOWING PARTICIPANTS LIST:

PA'S RECEIVED FROM OIM FOR ANALYTICAL INSTRUMENTS INC.,
AUTOMATIC SWITCH CO., BADGER METER CO., MARK CONTROLS
INTL. CORP., TESCOM COPR., WARNER & SWASEY CO. PA'S
TO COME FROM OIM FOR HAMILTON STANDARD, THERMOLAB
INSTRUMENTS, ALLEN BRADLEY CO. AND RAMTEK
CORP. FOLLOWING COMPANIES TO SUBMIT PA AND CHECK TO
STC: VARIAN, HEWLETT-PACKARD, HONEYWELL, STENHARDT
FOR VALIDYNE, ERIK FERNER FOR PCS AND OTHERS, GUSTAV
FAGERBERG (PA RECEIVED BUT NOT CHECK) FOR WORCHESTER
CONTROLS, DIETERICH STANDARD, AND DRESSER. ABOVE TOTAL
16 PARTICIPANTS.

5. WE ARE CONTINUING FOLLOW-UP WITH ALL PROSPECTS UNTIL
PRINTING DEADLINE FRIDAY MAY 9.
STRAUSZ-HUPE

UNCLASSIFIED

<< END OF DOCUMENT >>

Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Draft Date: 29 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Margaret P. Grafeld
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05 JUL 2006

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